RJ REYNOLDS

TOBACCO COMPANY

TO:

M. McHugh
G. Kuruc
G. Moulton
G. Brown
C. DiBenedetto
M. Gambardella
A. Groll
S. Grossberg
F. Maney
M. Richards
A. Evanchik
J. Mallardi
F. Perez
L. Wolfe

FROM: James Guaneri
Training & Development Manager
New York Metro Region

DATE: December 3, 1997

SUBJECT: Adopt-A-Rep Program

On behalf of all those reps who were adopted, a great BIG Thanks!

Due to your input, the program was a success. Below is a recap:

- Total work-with: 40
- Adopted Retail Rep that resigned: 1

I have attached several PPRs for your review, as well as a letter from Retail Rep-E Christopher Maldonado regarding his feeling about this program.

Due to the favorable response, I will put together another program during the first quarter of 1998.

JG:ama
Attachments

cc: D.L. Wilmesher
M.A. Young
R.J. O'Rourke

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